

Message Text

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61

ACTION EB-11

INFO OCT-01 AF-10 EUR-25 NEA-10 ISO-00 CAB-09 CIAE-00

COME-00 DODE-00 INR-10 NSAE-00 RSC-01 FAA-00 TRSE-00

MC-02 XMB-07 AID-20 L-03 H-03 PA-03 PRS-01 USIA-15

SS-15 NSC-10 DRC-01 /157 W
----- 024190

R 061700Z SEP 73

FM AMEMBASSY RABAT

TO SECSTATE WASHDC 055

INFO USINT ALGIERS

AMEMBASSY BEIRUT

AMEMBASSY BRUSSELS

AMEMBASSY KINSHASA

AMEMBASSY LAGOS

AMEMBASSY TRIPOLI

AMEMBASSY TUNIS

AMCONSUL CASABLANCA

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E.O. 11652: N/A

TAGS: BEXP ETRN AG MO TS

SUBJECT: CIVAIR: EXPORT SALES PROMOTION JET TRANSPORTS
IN NORTH AFRICA HEATS UP

BEIRUT FOR RCAA

BRUSSELS FOR FAA

LAGOS FOR FAA

SUMMARY: BOEING AND DOUGLAS INTENSIFYING EXPORT SALES
PROMOTION WIDE-BODIED JET TRANSPORTS IN MOROCCO, ALGERIA
AND TUNISIA. ROYAL AIR MAROC FINALLY DISPLAYING SERIOUS
INTENT PURCHASE ONE AIRCRAFT THIS TYPE FOR 1975 DELIVERY
WITH AIR ALGERIA PARTICIPATING FINANCING (THROUGH EXIM).
AIRCRAFT PLANNED TO OPERATE ALGIERS-CASABLANCA-NEW YORK.
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TUNISIA (OTHER MEMBER STILL UNBORN CONSORTIUM AIR MAGHREB)

NOT INCLUDED IN FINANCING PARTICIPATION. A300B COMPETITIVE THREAT TO U.S. PRODUCTS IN NORTH AFRICAN COUNTRIES APPARENTLY EVAPORATED DUE RANGE LIMITATIONS. END SUMMARY.

1. HELMUT LERIDER, ASSISTANT TO VICE PRESIDENT, INTERNATIONAL SALES, DOUGLAS AIRCRAFT COMPANY, VISITED REGIONAL CIVIL AIR ATTACHE, AFRICA (RCAA), SEPTEMBER 3-5. HE CONFERRED WITH OFFICIALS, TECHNICAL DIRECTORATE OF ROYAL AIR MAROC (AT), RELATIVE WET LEASE DC-8-62 FOR APRIL 1974 SERVICE TO NEW YORK (PREVIOUSLY REPORTED) AND SALE DC-10.

2. ACCORDING LERIDER AT OFFICIALS EXPRESSED SOLID INTEREST PURCHASE DC-10. DOUGLAS WILL PROVIDE STUDY ATLANTIC OPERATION.

3. COMMENT: FOREGOING FIRST INSTANCE AT HAS DISPLAYED SERIOUS INTENT PURCHASE WIDE BODY.

4. LERIDER INFORMED RCAA THAT AIR ALGERIA (AH) PLANS PARTICIPATE WITH AT IN FINANCING (THROUGH EXIM) THIS PURCHASE FOR PROBABLE OPERATION ALGIERS-CASABLANCA-NEW YORK. AT PRESENT NO INTENTION BY AT AND AH SOLICIT FINANCING PARTICIPATION BY TUNIS AIR (TU), THIRD MEMBER AIR MAGHREB.

5. COMMENT: EVENTUAL JOINT FINANCING BY AT AND AH WOULD REPRESENT MAJOR DEVELOPMENT TOWARD OPERATIONAL ESTABLISHMENT AIR MAGHREB.

6. TUNIS AIR WILL NO DOUBT FEED INTO ALGIERS FOR NEW YORK SERVICE.

7. SEPTEMBER 4, RCAA RECEIVED PHONE CALL FROM BEING'S REGIONAL SALES MANAGER IN ROME, BORIS MISHEL, INFORMING RCAA THAT HE INTENDED ARRIVE CASABLANCA OCTOBER 8 WITH (747, 727, AND 737) SALES TEAM OF FOUR OF FIVE. RCAA OFFERED ANY ASSISTANCE DESIRED AND GAVE MISHEL GENERAL BRIEFING STATUS AT PERSONNEL. RCAA NOTED POSSIBILITY RETURN TO CARRIER OF MOHAMMED KABBEJ, PRESENTLY CHIEF OF AIR FORCE, AS CHIEF OPERATIONS OR EVEN PRESIDENT. LIMITED OFFICIAL USE

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(KABBEJ WAS PILOT OF AT'S 727 AT TIME OF AUGUST 16, 1972 ATTEMPTED SHOOT-DOWN WITH KING ON BOARD. SHORTLY AFTER THIS INCIDENT HE WAS APPOINTED TO PRESENT AIR FORCE POSITION.)

8. DUE TO CONFERENCE NON-ALIGNED NATIONS ALGIERS, LERIDER FORCED CANCEL VISIT THAT COUNTRY BUT DID ARRANGE AH OFFICIALS BE SHOWN DC-10 TO AIR ZAIRE WHICH TRANSPORTED CHIEF OF STATE, ZAIRE, TO CONFERENCE SEPTEMBER 4. LERIDER

WILL VISIT ALGIERS FIRST OPPORTUNITY SUBSEQUENT TO
CONFERENCE, FOLLOWED BY TUNIS. DOUGLAS HAS COMPLETED STUDY
TU DC-10 OPERATIONS FROM TUNIS TO EUROPE AND MIDDLE EAST.

9. BOTH BOEING AND DOUGLAS HEADQUARTERS WEST COAST ALERTED
TO UPCOMING VISIT AT'S OFFICIALS, SAID BEN ALI, GENERAL
MANAGER; MOHAMED KERMOUDI, VICE-PRESIDENT SALES; AND Z.
A. IBN KHAYAT, DIRECTOR, PLANS.

10. BASED ON RCAA'S RECOMMENDATION, LERIDER WILL FORWARD
STUDY DC-9 (LEASE-PURCHASE) OPERATION BY ROYAL AIR INTER
(MOROCCO'S INTERNAL SERVICE) TO RCAA FOR DELIVERY
(AND FOLLOW-UP) TO YACoubi SOUSSANE, GENERAL MANAGER.

11. LERIDER ALSO INFORMED RCAA THAT AT, AH AND TU HAVE
DROPPED PURCHASE CONSIDERATION A300B DUE RANGE LIMITATION.
ROCKWELL

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